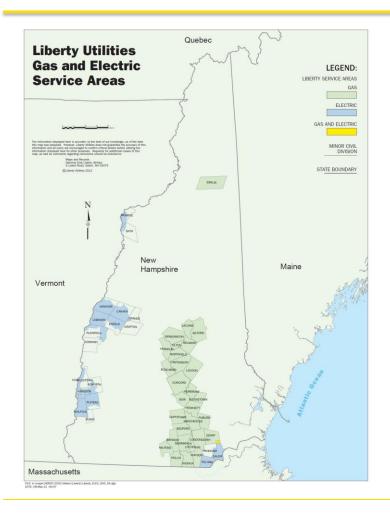




Liberty Utilities- New Hampshire Green Fleet Strategy 2014

### Liberty Utilities New Hampshire



#### **Liberty Utilities NH – Gas**

- Approx. 90,000 Customers
  - Gas Service to 32 towns
  - 3 Operation yards
    - Manchester
    - Nashua
    - Tilton
  - 2013 115,000 gallons of fuel purchases

#### **Liberty Utilities NH – Electric**

- Approx. 43,000 Customers
  - Electric Service to 20 towns
  - 2 Major Operation yards
    - Salem
    - Lebanon
  - 2013 50,000 gallons of fuel purchases



### Liberty Utilities Corporate Profile

**Parent Company**: Algonquin Power and Utilities Corp. Oakville, Ontario, Canada

**Liberty Utilities:** is a regulated water, natural gas and electric transmission and distribution utility, delivering services to nearly half of a million customers across the United States. With a local approach to management, service and support, we deliver efficient, dependable services to meet the needs of our customers.

Liberty Utilities has utility operations in the following states:

Arizona (Water)	Iowa (Natural Gas)
Arkansas (Water)	Massachusetts (Natural Gas)
California (Electric)	Missouri (Natural Gas)
Georgia (Natural Gas)	New Hampshire (Electric & Natural Gas)
Illinois (Natural Gas)	Texas (Water)



## Liberty Utilities Vehicle Purchases - Direction



Beginning with Model Year 2013 – All new fleet purchases are to be alternative fuel vehicles across all of Liberty Utilities where possible.

Across the US we have recently added:

- 7 Each Ford Transit Connect BiFuel CNG
- 23 Each Ford CNG Pickup's
- 11 Each Ford Mild Hybrid Vans
- 8 Each CNG conversion vans

With these purchases our fleet is approximately 10% Alternative Fuel.



# Liberty Utilities Challenges of "Greening your Fleet"

Supporting Infrastructure – Fueling and Charging Stations are limited, but this is improving throughout the country as legislation and incentives are offered.

Inconsistent offerings of manufacturer vehicles
(Manufacturer model redesign does not necessarily carry over to new models e.g. Ford Escape)

Vehicle Warranty – consideration required of impact on conversion packages on manufacturer's warranty.

Vehicle Purchase – the price of the vehicle with alternate fuel option is more and availability is less than a similar vehicle operating on a gasoline engine

Storage – tanks & batteries compete for vehicle storage space

Capacity – fewer miles on available on a charge or tank of fuel



## Liberty Utilities Opportunities "Greening our Fleet"

Corporate commitment to the product we distribute

Significantly less air pollutants and greenhouse gas emissions

Natural gas is primarily a domestically produced product

Lower overall operating costs

Fuel - CNG cost per gallon equivalent to gasoline (roughly 30% savings) Maintenance - Tune up's and oil change service performed at longer intervals.

Corporate commitment to the product we distribute

Various federal and state tax credits exist on purchases of qualified alternative fuel vehicles.

